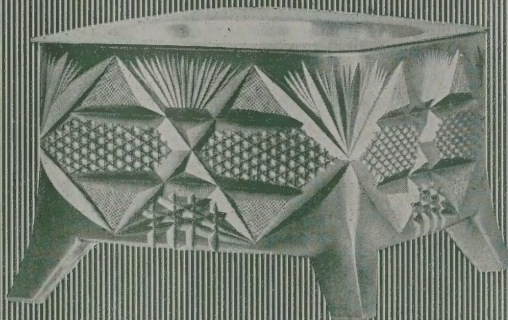
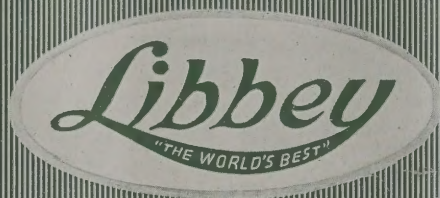


POTTERY & GLASS



HUOTT PUBLISHING COMPANY
395 FOURTH AVENUE, NEW YORK



YOUR customers appreciate the value of Libbey reputation. Do you make the most of it?
Display Libbey Cut Glass, Talk about it. You will find your patrons immediately responsive.

Saleroom at Factory
THE LIBBEY GLASS CO., TOLEDO, OHIO.

Haviland China

is stamped:

Haviland
France

Additional stamp on decorated china :

Haviland & Co.
Limoges

Note Our New Address

Haviland & Co.

11 EAST THIRTY-SIXTH STREET



NEW YORK



Bergen Rich American Cut Glass

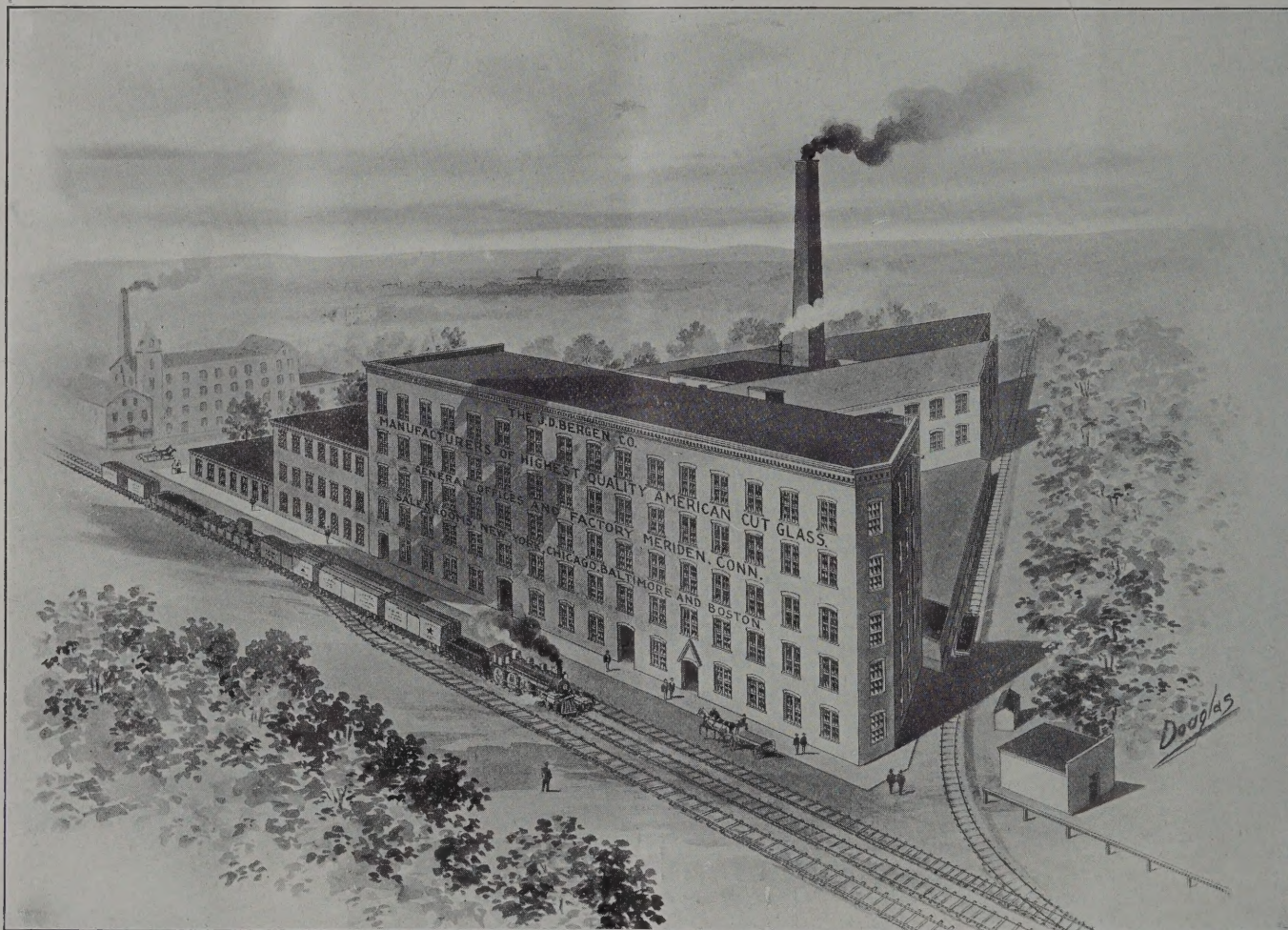
Manufactured by
The J. D. Bergen Co.



Meriden
Connecticut

LOOK FOR BERGEN TRADE MARK

Our Motto Is Quality and Price With Our Guarantee Back of It



During your visit at the Manufacturers' Exhibition, we cordially invite you to visit our New York Showroom, where we carry a full line of both our cut and engraved glass, also many other novelties in cut glass that are entirely new on the market.

New York Salesroom
38 Murray Street



San Francisco Salesroom
303 Jewelers' Bldg., 150 Post St.

Chicago Salesroom, 10 South Wabash Ave.

6 Lamps ^{Regular Price} \$49.50 for \$39.75, ^{Assorted to Retail} \$9.98 Each

A Progressive Offer

To introduce our new lines of Electric Lamps, we offer six of our best styles for \$39.75 net. You have never before had such an offer. Regular price, \$49.50.

If you are not fully satisfied of value received **return at our expense.**

Write now and order our assortment. Don't wait. Offer expires October 1st.



to Progressive Firms

Photograph Frames. A specially attractive line of silver plated, hand pierced photo frames, large size from cabinet up.

Words cannot describe—illustrations fail to do justice; see them; act now. Why wait? A postal card or letter and we will send you one sample on approval.



RETAILS 25 CENTS

For some goods you must create a demand. These silverplated Bonbons

have created their own demand. They are selling by thousands. Samples and prices on request.

Best of all. That is what they say of our 7-inch, fancy pierced, nickel-plated Casserole. Packed 25 in a case. This is a special offer. The biggest seller on the market.



RETAILS 50 CENTS

Write to

Beautility Art Co.

179 Wooster Street, New York City

Samples on Request



FINE TABLE GLASSWARE

No illustration
can do justice
to this line.
It must be seen.

A complete
assortment of
new goods.



Is always on
view at our
various
salesrooms.
It is there
for your
convenience.
Call and see
it.

THE DUNCAN & MILLER GLASS CO.

MANUFACTURERS OF FINE TABLE GLASSWARE

Washington, Pa.

SALESROOMS:

PAUL JOSEPH, 64 Park Place, New York
JOSEPH TOMKINSON, 213 Commercial
Building, Philadelphia

GREEN & THOMAS, 33 So. Charles St., Baltimore
L. A. FLETCHER, 157 Federal St., Boston
MARSH & KIDD CO., 617 Mission St., San Francisco

IT'S THE QUALITY THAT MAKES THE DIFFERENCE CENTRAL GLASS WORKS WHEELING, W. VA.

Manufacturers of LEAD
BLOWN, PRESSED AND
DRAWN STEMWARE,
BLOWN AND PRESSED
TUMBLERS, DECAN-
TERS, CARAFES, JUGS,
OILS, BLOWN TABLE-
WARE, ETC.

HOTEL, CLUB AND
CAFE GLASSWARE.



67-6 IN BLOWN COMFORT, OPTIC, ETC.

Our Specialty: DEEP
PLATE ETCHED MONO-
GRAM AND CREST
WORK. IF YOU WANT
REAL QUALITY GLASS-
WARE AT RIGHT
PRICES AND PROMPT
DELIVERIES, TRY US
AND BE CONVINCED
YOURSELVES.

New York, A. P. DOCTOR, 66 West Broadway.
Philadelphia, THOS. DOWNS, JR., 610 Denckla Building.
Baltimore, GREEN & THOMAS, 33 South Charles St.
San Francisco, HIMMELSTERN BROS., 718 Mission St.
Pittsburg, ELKINS GLASS CO., 210 Fourth Ave.

Branch Offices

Denver, BERSBACK, MALONEY & Co., 1517 Lawrence St.
Cincinnati, THOS. M. LEWIS, 437 Main St.
St. Paul, S. R. McMASTERS, 632 Endicott Building.
Buffalo, E. S. PEASE CO., 611 Main St.
Salt Lake City, MAUS-STEWART CO., 146 Southwest Temple

Please Mention POTTERY AND GLASS When Writing Advertisers

POTTERY & GLASS

VOLUME IX. No. 2.

NEW YORK, AUGUST, 1912.

TERMS: \$2.00 per year in advance.
25 cents per copy.

Pottery Among the Crafts

THE GENERAL ADVANTAGES WHICH ARE TO BE DERIVED FROM A WIDE-SPREAD
KNOWLEDGE OF THE POTTERY CRAFT, EVEN THOUGH THE
KNOWLEDGE BE SOMEWHAT LIMITED

BY CHARLES F. BINNS.

IN the summer session of Teachers College, Columbia University, there may be found practically every description of educational activity. There are, of course, the numerous literary studies in which teachers are necessarily concerned, but in addition to these the practice of the crafts has an important place. In their respective shops there are heard the whirl of the turning lathe and the clang of the anvil. In the room set apart for metal working a group of students is making more noise than Alexander, the copper-smith, and hard by in the foundry molding and melting are carried on with enthusiasm.

The potters make little or no noise with their material but they are there just the same. In a cool basement room there are the wheels and the benches and the familiar white dust. There is a ball mill and a variety of glazes stand ready for use. The clay used is a mixture of Jersey stone-ware clays and the ware burns to a pleasant creamy color at cone 01. The purpose of the class is two-fold: to teach pottery making as a craft and to enable those who are studying to teach the work in the several schools to which they belong. There is at present no machinery for preparing the clay. It must be crushed by hand labor and soaked. It is then stiffened on plaster and wedged into condition. This is, of course, slow and inefficient but it serves to show how such work can be done in places where no facilities exist. The principal method of shaping is by free hand building—the ancient method and still one of the most satisfactory. Of course there is no idea of manufacture. The pieces are original and unique. They represent the personality of the worker in a way that cannot otherwise be found. It is intended that a student shall use the plastic material as a means of carrying out an original design. In this regard it is a form of modeling though with the difference that it is also structural and results in the production of a useful object. Most of the students essay the use of the wheel, though in

the short time available little more than the rudiments can be learned. By using a whirler or turn-table, however, accuracy of form can be secured in built work so that the supremacy of the wheel is challenged.

In order that an insight may be gained into the processes of molding there is some work done in plaster. Upon a whirler driven by an electric motor a small vase form is turned in plaster and from this a mold is made in the usual way. With this mold the method of casting vase forms is illustrated and thus the student is made acquainted with the actual processes used in the industry.

In addition to the manual work of production the attempt is made to acquaint the students with the principles involved in the preparation and use of glazes. In a time so short as that of a summer session it is not possible to enter upon this teaching in any great detail but it is not thought desirable to put into the hands of the class mere recipes for glazes of various types. The materials composing these glazes are explained and information is given as to the behavior of different ingredients under varying conditions and in relation to each other. In particular, colored glazes of decorative types are studied. It is not probable that any member of the class will desire to enter the field of manufacture upon a commercial scale but many may attempt to produce decorative pottery. This fact is kept in view because it is imperative that the work be concentrated as much as possible.

The kiln is a muffle, fired with kerosene. It takes twelve hours to reach cone .01 and about seventeen gallons of oil are consumed at each burn.

It is conceded that ability to work in clay forms an important part of the equipment of a modern teacher, and this not alone in the department of manual training but in the grades and as an adjunct to the fine arts. Children can be easily taught to handle clay effectively and its use affords them an interesting

grasp of some industrial processes. It is certain that a boy or girl who has actually made a mug or a flower jar, putting on the glaze and watching the progress of the firing will ever afterward be interested in wares made of clay. The difficulties of production will be understood and good workmanship will be appreciated as never before. The purpose of education, as it is seen in these modern days, is to appeal to the imagination of the student, to interest him in the results of his study and thus to lead him to voluntary and eager application. Thus the teaching of any subject which touches the daily life is of value. The making of pottery not only does this but it calls into play many faculties. The boy who is of a scientific turn of mind can busy himself with the composition of glaze and color or a student with artistic bent can create form and decorative treatment with a freedom unknown in other materials. Besides these features there is the fascination of the fire. The drawing of the kiln is an event of never failing interest and the pupil must be dull indeed who does not thrill with the magic of the change from clay to pottery and the wonder of the melting glaze.

Limoges Agreement to be Abrogated September First

AFTER carefully considering the protests from the Limoges (France) Chamber of Commerce, the United States Treasury Department has practically decided to abrogate the agreement with that body governing the appraisement of china and pottery from France. Edwin R. Wakefield, chairman of the commission which investigated the subject, has conferred with Assistant Secretary of the Treasury Curtis and a new method of appraisement has been outlined.

New Cut Glass Firm for Brooklyn

THE new firm of Kiefer Bros., 805 Lexington Avenue, are now occupying much larger quarters on the same premises and are in a position to turn out a greatly increased production of their rich cut glass. Charles Kiefer and Edward J. Kiefer, who comprise the firm, have many years' experience in the cut glass business and their new line shows many original ideas in cuttings. James Conner, also a practical glass man, will represent the new firm on the selling end. Their full lines can be seen at the factory, where they have every facility for display.

Remarkable Collection of Pottery to be Sold

WHAT is conceded to be one of the most wonderful pottery collections in England will be offered for sale in the near future, M. L. Solon, the owner and one-time art director of the firm of Mintons, Ltd., England, having decided to sell. The sale will take place about the third week in October at the salesrooms of Charles Butters & Sons, Hanley, Staffordshire. Connoisseurs and collectors will have a fine opportunity of obtaining some exceptional pieces, as well as some of the great artist's specimens of pate-sur-pate, of which art he was a master. A special catalogue is now being prepared.

Ohio Leads in Pottery

Latest government reports places Buckeye State at the head of pottery manufacturers and third in production of glass

OHIO, according to the latest Government reports, has the proud distinction of ranking first among the states in the manufacture of pottery, terra cotta and fire-clay products, and among the first three in the manufacture of glass, during the years 1899, 1904 and 1909 inclusive.

The manufacture of pottery products is the more important branch of the industry, and in 1909 it furnished 63.4 per cent. of the total value of the products. This represents a very slight decrease in the relative importance of the pottery products since 1904, in which year their value formed 64.2 per cent. of the total, but it represents a considerable increase since 1899, when the proportion was 59 per cent. The value of the pottery products has increased materially since 1899, being \$21,173,272 in 1909 as contrasted with \$11,851,225 in 1899.

White ware, including C. C. (cream colored) ware, white granite, semiporcelain, and semivitreous ware, was the leading pottery product in Ohio. In 1909 the value of such ware reported for the state was \$8,884,189, which is 64.7 per cent. of the total reported for the United States. The increase in the value of this product was small between 1904 and 1909, but between 1899 and 1904 it was \$3,412,994.

Red earthenware and those pottery products included in "Other pottery products" showed a decrease between 1904 and 1909 in the value of products, but the other classes showed increases as follows: Stoneware and yellow and Rockingham ware, 57.6 per cent.; sanitary ware, 57.3 per cent., and porcelain electrical supplies, 96.3 per cent. Of the total value of the stoneware and yellow and Rockingham ware made in the United States, Ohio reported 45.2 per cent.

Pressed and blown glass was the most important product of the glass industry in Ohio in 1909, furnishing 42.9 per cent. of the total value of products. Bottles and jars were second, with 32.9 per cent., and building glass third, with 19.1 per cent. Pressed and blown glass also showed the greatest absolute increase in value between 1904 and 1909, but the greatest percentage of increase (68.9) was in building glass. All kinds of pressed and blown ware increased in quantity between 1904 and 1909 except chimneys and lantern globes.

Pittsburgh Glass Houses Report Good Business

A decided improvement in business has been observed among all the Pittsburgh glass concerns. Fall orders are unusually heavy and shipments are not keeping pace with the large volume of business received. An increased demand is showing for lighting glassware, and tableware of the higher grade is selling well.



Advertising Glassware



THE VIEWPOINT OF THE
BUYER IS THE IMPORT-
ANT CONSIDERATION IN
GOOD COPY

“WHAT is the most interesting thing about my glassware when it is viewed through the eyes of the house owner?” That is the very important question every retail glassware dealer must ask himself when he is preparing his advertising copy. Is it make, design, color, or is it price that interests?

To answer any and all of these questions satisfactorily the dealer must know exactly what class of people his advertisement is going to reach. If it is circulated among anglo-maniacs or patriotic Englishmen the point of interest, naturally, would be make, and English make at that, for the Englishman swears by everything produced in the Old Country—and the anglo-maniac affects the same attitude through apishness. If it is to reach the better class of people, color and design, obviously, are the two points of greatest interest, for that class appreciates decoration, and is on the lookout for materials to enhance the beauty of their homes. On the other hand, if the advertisement is designed to meet the eyes of the lower class, price makes the most appeal.

Straight from the shoulder arguments and facts regarding any one of these points will make an impression in the mind of the reader—if the right

class of readers has been reached. One thing to remember, however: don't underestimate the intelligence of your readers. Don't think that because a man dwells in a hovel that he hasn't the brain of a scholar; don't think that because a given community of people are relatively poor that they won't spend a relatively large amount for home furnishings—that price, and price alone, is all that appeals to them. It has been demonstrated, time and time again, that the so-called poorer classes spend more proportionately than those endowed with a far greater share of this world's goods.

If a dealer can write into his advertisement just what the reader—his prospective customer—is most interested in seeing in it, then he has given a “punch” to his copy that will surely make it as effective as it is possible to make selling arguments. To do this it is quite essential that the dealer study the class of people he intends to reach, find the principles which influence them in buying, gauge their wants correctly, and then fire his shot from their side of the fence without any consideration for his own personal likes and dislikes. This is mixing horse-sense with printer's ink, and with that idea in mind Advertising is more nearly an exact science than one supposes it to be. At any rate, it is productive of more results.

THERE is more pleasure to be gotten out of a cozy home properly equipped and furnished than there is in a thousand miles of travel through a foreign land. This is a pretty broad statement, but we have the word of those who've tried both. . . .

And glassware is quite an important thing in a properly equipped home. Let us put some splendid glassware in your home, and we'll strengthen the foundation of your domestic ties.

JONES
A N D
JONES
1 0 0 1
EXTER
STREET

A clever “ad” that is sure to catch the eye and appeal to those who want refinement in all things.

Advertising is the art of making two people buy where only one bought before. It is not a method, therefore, of spending your money, but a science designed to make the other fellow trade his cash for your goods.



Two interesting shapes designed in modern taste

Shotton Company Moves to Corning

TWO of the principal shops of the Shotton Cut Glass Company of Brooklyn have been moved to Corning, N. Y., the home city of Thomas Shotton, head of the big Brooklyn concern. The first to go was the plant known as "the Shotton Annex," which is now located in the old G. W. Drake Cut Glass Company's plant, a lease of three years having been secured on the premises. This shop will give employment to one hundred men, and there is every prospect, state Corning advices, that the force will be increased to 150 in the near future. Two weeks later

The Shotton Company leased the building formerly run as an annex of J. Hoare & Co., Corning, and will open this plant with seventy-five frames.

Two members of the firm need no introduction in the glass cutting trade of Corning. Thomas Shotton came to Corning from England as an expert glass cutter and was employed by T. G. Hawkes & Co. of that city 26 years ago. Later he went to New York City where he established the Shotton Cut Glass Company, a concern which did a \$600,000 business in 1910. Mr. Shotton is well remembered by the older glass cutters of the city.

Practical Law for the Buyer and the Seller

WHEN LOST PROFITS CAN BE RECOVERED AS DAMAGES

WRITTEN BY ELTON J. BUCKLEY

WHENEVER a merchant or manufacturer has his business interrupted or interfered with by the act of another, and sues that other for damages by reason of such interference or interruption, he almost always tries to recover, as part of his damages, the profits that he thinks he would have made if his business had been let alone.

As a rule he will not be permitted to recover his profits, though occasionally he will be. This phase of the law is very little understood, yet is exceedingly important and is likely to come into application at any time in all sorts of ways.

For instance, a manufacturer occupies the second floor of a large building devoted to light manufacturing, there being several tenants. The tenant on the top floor leaves a spigot running one night, a large volume of water soaks down to the second floor and ruins a considerable stock of goods besides injuring machinery. The manufacturer is in the midst of his busy season, and the interruption which the accident caused to his business cost him considerable money. He sues the upper floor tenant for damages. Can he recover the profits he might or would have made during the time his plant was idle?

Or, take another case which may arise. The owner of a building agrees to rent it to a retailer, who is about to be crowded out of his present stand. Later he breaks his promise and the retailer is idle three months trying to get a place. He sues the owner of the building for damages. Can he include in his damages the profits his business might have made had he been in the place operating during those three months?

Thus the question of the right to recover lost profits as damages may arise in a hundred ways. The general rule is that prospective or anticipated profits cannot be recovered, not because they are profits, but because it is usually impossible to prove them. No man knows what profit he will make next week, or even to-morrow, and as the law is very strict in denying to men the right to collect damages which they cannot prove they sustained, it usually denies them the right to profits because usually it cannot be proven that any profits would have been earned.

The rule is subject to some qualification which I will explain later on. From a number of decided cases I have collected the following illustrations of the rule:

An importer had some goods shipped from England to New York. They were lost at sea. He sued the steamship company for the profits he would have made had the goods been received and sold. The N. Y. court turned him down, deciding that it didn't follow that the goods would have been sold at a profit.

In a Florida case a railroad company lost a com-

plete set of dental instruments which a dentist was having shipped to a town where he was to start in business. He had no money to buy more right away, and didn't get started for several months after he expected to. He sued the railroad for the profits he claimed to have lost, but the court wouldn't let the jury award them to him, because the question of profit was wholly speculative. The dentist might have gotten no business and made no profit during those months.

Here is another New York case which shows what hardship the operation of this rule sometimes works: A entered into a contract with B to form a partnership in the town of C, B to supply the money. On the strength of this agreement A sold out his business in the town of D and bound himself in the agreement of sale not to re-engage in the business in the same town. Later B decided he wouldn't go through with it, and A sued him for the profits the partnership might have made had the plan been consummated. The court said he couldn't recover them; it was wholly impossible to tell whether the business would have made any profits, and, if so, how much. While this logic is unanswerable, its application was nevertheless a decided hardship.

In several cases it was decided that where a landlord breaks his contract to repair, and the tenant's business thereby suffered a loss, the latter cannot recover the profits he thinks he would have made had the repairs been done. There is one case—in Georgia—which holds the other way, but the weight of authority is as I state it.

Likewise when a landlord agreed to rent, but afterward revoked his promise, and the prospective tenant was kept out of what might have been a profitable millinery business, he was refused the right to collect the profits he might (or might not) have made during that time.

There are many other cases which rule the same. Where the making of profits is uncertain and speculative, they cannot be recovered as part of the damages, because there is absolutely no way to measure them.

But in some cases profits can be recovered—cases where it is certain first that profits would have been made, and where it is possible, second, to calculate what they would have been had the original deals been carried through.

For instance, a general storekeeper made a contract with a stonemason to erect a stone wall at the rear of his lot. Later he changed his mind. The mason sued for damages, and here the only thing he was allowed to recover was his profits, because the object of the contract was to enable the mason

to make a profit, and it was, of course, quite easy to calculate what the profits were.

Still other cases hold that where some unjustified act of an outsider interrupts an established business, and prevents it from making the profit its past experience shows would have been made, the lost profits can be recovered as damages.

For instance, for several years a manufacturer of mineral water made a contract giving to A the agency for a certain territory. A built up an established business, and each year earned profits which bore a certain relation to those of the year before. One year the manufacturer renewed the contract as usual, but immediately after attempted to revoke it and appointed another agent. A sued for damages, and the court allowed him to recover the profits he could

reasonably have expected to make, based on past experience, had the contract been carried out.

And yet in other cases commission men whose principals broke agency contracts with them have been refused the right to collect profits on any sales except those already made when the contract was broken, or which were so far along as to be practically certain of completion. I cite this to show how comparatively faint the line often is between profits that can be and those that cannot be collected. In a nutshell it comes to this—where the plaintiff can prove that if it had not been for the defendant's act he would have made profits and can also prove approximately what they would have been, he can collect them as damages.—*Copyright January, 1912, by Elton J. Buckley.*

Glass Manufacturers Hold Convention

MEET AT ATLANTIC CITY UPON OCCASION OF THIRTY-SIXTH ANNUAL GATHERING—
ELECT NEW PRESIDENT AND LAY PLANS FOR THE COMING YEAR

WITH a majority of the members present, the Thirty-sixth Annual Convention of the Association of Flint and Lime Glass Manufacturers convened at Atlantic City, N. J., Monday, July 22. As is the general custom a luncheon was served on Heinz's Pier and by the time acting president Gleason called the convention together an air of congeniality prevailed. In his opening speech Mr. Gleason spoke touchingly of the twenty-five years of service the late Daniel C. Ripley had given to the association. Following the roll call and the transaction of the regular routine business the election of officers for the ensuing year was taken up. Messrs. Knox, Holton and Dorflinger were appointed a nominating committee and presented the following: For president, Thomas Evans; first vice-president, M. W. Gleason; second vice-president, A. J. Smith; treasurer, E. P. Ebberts. Board of directors: Thomas Evans, M. W. Gleason, A. J. Smith, E. P. Ebberts, W. C. Gillinder and M. G. Bryce. They were unanimously elected, and Messrs. J. A. Knox and A. J. Bennett escorted Mr. Evans to the chair. After a short speech of acceptance President Evans appointed Messrs. Gleason, Wilson, Ebberts, Dorflinger and Holton a committee of five to prepare suitable resolutions on the death of Mr. Ripley. The convention then amended a section of the constitution so that hereafter quarterly instead of bi-monthly meetings will be held. The January meeting will be held in New York, the May meeting at Pittsburgh, the July at the direction of the Board of Directors, and the October meeting at Pittsburgh. There being no further business to come before the meeting an adjournment was voted. Those present were: Thomas Evans, M. W. Gleason, E. P. Ebberts, James Gillinder, W. T. Gillinder, E. J. S. Van Houten, R. E. Briggs, Thos. H. Howard, James D. Wilson, J. D.

Lewis, George Wehr, A. J. Smith, Joseph A. Knox, J. L. Holton, Nicholas Kopp, A. J. Bennett, Howard Evans, C. B. Rowe, W. L. Dorflinger, H. A. Schnelback, Charles E. Voitte and John Kuhnsler.

The annual meeting of the Manufacturers' Association was held at the Marlborough-Blenheim at 9:30 A. M. of the same day. This association, while the membership is practically identical, is distinct from the American Flint and Lime Glass Association. A pleasant surprise was in store for E. J. Barry, manager of the Libbey Glass Co., when M. W. Gleason presented him with a handsome three stone diamond ring as a testimonial of appreciation from the manufacturers. Mr. Barry has been president of this association for many years and has presided in a masterly manner. Meetings between the manufacturers and the representatives of the workmen were held at intervals throughout the next two weeks and perfect harmony seems to exist between the manufacturers and their employees.

Thomas Evans, the newly elected president of the Flint and Lime Glass Manufacturers, has been treasurer of the association for the past twenty years. He is one of the charter members and helped to launch the association in 1872. His entire life has practically been spent in the glass business, which trade he entered in 1857, accepting a clerical position in the office of Bakewell & Pears. Twelve years later he engaged in the manufacture of lamp chimneys on his own account and continued at the head of concern for thirty years, when in 1899 it became merged into the Macbeth-Evans Glass Co. Mr. Evans is a native Pittsburgher and has always taken a deep interest in its commercial, industrial and moral development.

Leading dealers everywhere read POTTERY & GLASS.

How the Trade Journal Helps You

W HILE the
t r a d e
paper is

issued for the purpose of making money, the publication of trash will not

make money for it any more than the selling of trash over the counter will build up a permanent trade. The publishers of trade papers are constantly on the lookout for good matter, but good contributions are none too easily obtained. The merchant himself makes the best contributor to the journal. He knows what he is talking about. He may not be able to write in flowery rhetorical language but it is all the better for that. No matter if his spelling and grammar are imperfect, he has the ideas and ideas are what count.

The trade papers need your help in making them better. They need to get first hand information as to what will make them more useful to the trade. The more you can help them, the more they will help you. Ask them questions. Send in complaints to the journal about its own methods or about those of the jobbers or the manufacturers or about adverse trade conditions. Ask the editor what he means by sidestepping this issue or that and why he comes out so strongly for something that seems to you to be foolish. Get right down to brass tacks in your letters to the editor.

The trade paper needs a special interest for him. good deal the same treatment as the trade association. A whole lot of merchants sit back in their chairs and say "National Association of this or that! Humph! What did they ever do for me?" That is not the question. What have you ever done for the association? What have

AN INTERESTING AND INSTRUCTIVE ARTICLE
THAT IS WORTH THE PERUSAL OF EVERY
UP-TO-DATE DEALER—*Continued from the July Issue.*

BY FRANK FARRINGTON

(Author of "Talks by the Old Storekeeper," "Retail Advertising—Complete," Etc., Etc.)

valuable to you if you interest yourself in seeing what you can do to help make it better.

Send in your suggestion, your kick, your complaint. Tell the editor your troubles. Everything of that sort that you do, helps to encourage some other fellow to do likewise or even better.

The editor can tell a good deal more about what his readers want if they are ready to advance their ideas and their opinions.

When a dealer makes a foolish move deliberately and loses money by it without having first asked the opinion or the advice of his trade paper in the matter, he has in many instances thrown the money away. While trade paper editors are not all-wise, still they have at their service sources of information beyond those of any retailer and their advice upon business matters is well worth getting. The wisdom of the best heads in the country in a line of business ought to be valuable for the men in that business.

A good many merchants think that their petty trials are not worth bringing up to an editor, but they are. The petty things in your store often worry you more than the bigger difficulties.

who were more anxious about the effects of loafing around their store, loafing that they could not seem to stop, than they were about the condition of their bank account, which did not seem to bother them at all.

(To be concluded next month)

OFFICE
READING OF PERIODICALS

<i>TO</i>	<i>REC'D</i>	<i>FORWARD</i>	<i>CLIPP. PAGE</i>
Gleeson Murphy			
M. J. Murphy			
J. F. Murphy			
F. Standart			
T. J. Stapleton			
C. R. Murphy			
Miss Schwartz			
S. C. Reynolds			
Chas. J. Schulte			
C. G. Porter			
G. C. Balbach			
Wm. Brougham			

FILING ROOM

FILED: Date

This magazine is to be sent to parties named in order for reading. Each will forward it to the next on list. If a certain clipping is desired mark with your initials and indicate page on above slip. These clippings will be made and returned to you before periodical is filed. Last named will please forward to filing room. MURPHY CHAIR CO.

A practical way of using the trade journal. A slip similar to the above is pasted on each magazine when it comes into the office. It is then passed to each person, in turn, who reads it and checks the spaces following his name. By this procedure everyone sees the book before it is filed, and by the plan suggested at the bottom of the paster a reader can get clippings of those articles which have a special interest for him.

Among the Potteries

Trenton, N. J.—The Trenton Potteries Company has declared the regular quarterly dividends on its noncumulative preferred and its cumulative preferred stocks of one per cent. on the former and five per cent. on the latter, both payable July 25 to holders of record July 18.

East Liverpool, O.—In the way of an experiment the Potters Co-Operative Company, formerly known in the trade as the Dresden Pottery, issued a general order effective August 1 and gave all its employes from the slip house to decorating shop a half holiday on Saturday. It is understood that the firm intends to make this a practice for several weeks, and if it works out to their and the workmen's satisfaction it will become a permanent feature.

Ford City, Pa.—F. G. Mellor, formerly manager of the Cook China Co., who severed his connections to return to Trenton, was presented with a testimonial in the form of a phonograph by his former employees. A resolution was adopted expressing the regret of the Pennsylvania China Co. employees.

Chester, W. Va.—Plans are developing for the erection of a 15-kiln plant at Chester, W. Va., by Charles A. Smith. It is reported that upward of 500 workers will be employed and that the new pottery will cost at the rate of about \$2,000 per kiln. Mr. Smith recently sold his holdings in the Edwin M. Knowles China Company of Chester, and at the time it was intimated that he would soon begin the erection of a new plant.

Roodhouse, Ill.—An entire reorganization of the Roodhouse Novelty Co., of this place is under way and the new owners who acquired the property through a sheriff's sale sometime ago have filed articles of incorporation as the Roodhouse Pottery Company, with a capital stock of \$40,000. The incorporators are J. V. Porter, H. C. Worcester, E. H. Higbee and C. W. Payne. The machinery has been put in first class condition again and George Barlow, an experienced pottery man, has been engaged as manager. The company will put out a line of pottery specialties.

New Castle, Pa.—James M. Smith, president of the Shenango Pottery Co., of New Castle, Pa., through his attorney, James A. Chambers, bid in the plant of the New Castle (Pa.) China Co. at public auction during the last few days, and secured this eight-kiln pottery plant for \$23,450. After the New Castle plant has been improved it will be operated jointly and as an auxiliary plant of the Shenango China company,

thereby increasing the production and capacity of the Shenango company. The Shenango is one of five plants in the United States manufacturing vitrified hotel and restaurant china. Mr. Smith and L. L. Curry, general manager of the Shenango, went to New Castle from Columbus, O., two years ago. It is said that probably 200 additional workers will be put at the benches in the recently acquired pottery during the next few months.

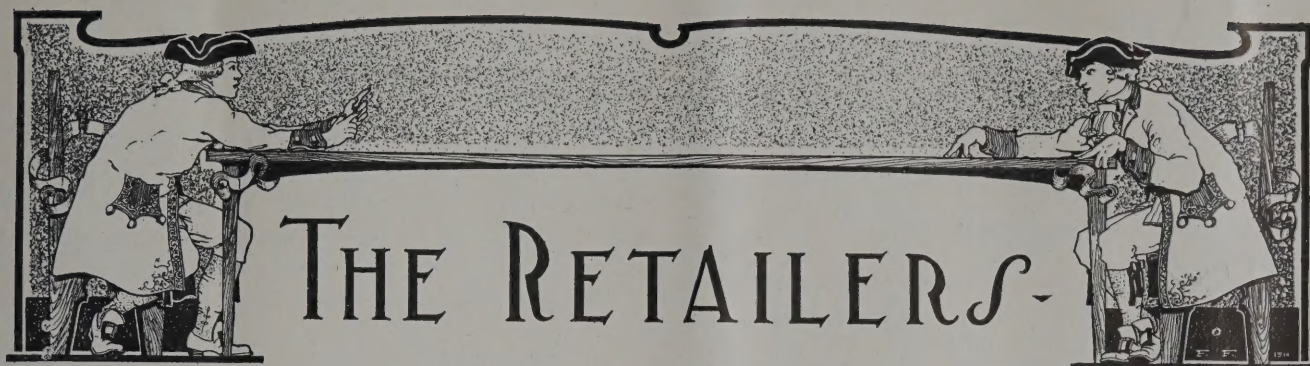
Perrysville, O.—At a recent meeting of the stockholders of the Perrysville Pottery Co., a new board of directors was elected as follows: President, S. Moltrup; secretary, M. P. Simpson; W. J. Moltrup, J. T. Moltrup, H. E. Neptune and T. H. Beavers.

Prattville, Ala.—It is understood that H. D. Usery and his associates, prominent business men in this section of the state, propose to erect a pottery plant for the manufacture of a line of jugs, jars, flower pots and other like clay products and have been looking the market over in search of suitable machinery.

East Liverpool, O.—The real estate and personal property of the Warner-Keffer China Co. was sold July 24 for \$25,500 which amount will secure a payment of about ten per cent. to the unsecured creditors of the company. H. L. Higley, of Canton, Ohio, acting for the Sevres China Company, bid in the plant for \$15,000; Samuel B. Larkin, of the National China Company, Salineville, bought in the personal property of the company for \$9,100 and \$1,400 worth of material. It is understood that a reorganization will be effected and the business operated under new management.

Zanesville, Ohio.—The Chamber of Commerce of this city is fathering a Ceramic Exhibition at which tiles of all kinds, stoneware, domestic pottery and art pottery will be shown. The date of the "Exposition," which is a sales booming scheme, has not as yet been announced.

Wellsville, O.—It is understood that the incorporation of the McNicol-Corns Pottery Co. will involve a change in the personnel of that company and that extensive improvements will be made. The company is incorporated to manufacture crockery and pottery supplies, and includes as stockholders Elliot Frost, Samuel Frost, A. W. Corn, D. C. McNichol, Sr., and D. R. McNichol, Jr., all of East Liverpool, Ohio. The plant was formerly the Smith & McNichol pottery. A. W. Corn is the active manager of the company.



Notes About New Firms Entering the Pottery and Glass Field and Changes in Old Concerns

BOSTON will in the near future have another department store, the "Everybody's Store, Inc.," which was recently incorporated under the laws of Massachusetts with an authorized capital of \$1,000,000. The incorporators, all prominent in Boston, are: William E. Butler, treasurer of Gilchrist Co.; Ralph Albertson and George A. McLean, both connected with the William S. Butler Co., and L. S. Richard. It is understood negotiations are under way for a Washington street site.

W. F. Kimball & Son, Inc., of Lynn, Mass., have incorporated to deal in china, jewelry and glassware, with an authorized capital of \$10,200. The incorporators of the new company, which is a reorganization of an old concern, are: Fred C. Newhall, Alice M. Newhall and Horace H. Atherton, Jr.

Acting Insolvency Judge Lueders, Cincinnati, Ohio, recently ordered a dividend of eighty per cent. paid by the assignees of the F. Schultz Company, china and glassware dealers in that city, out of \$18,728.21 in the hands of the assignees. The dividend was paid out at the office of the Central Trust and Safe Deposit Co. on July 29.

The Markert China Store Company, of Marion, Ohio, wholesalers and retailers in china, glassware, etc., was incorporated in Ohio, last month, with a capital of \$9,000. The incorporators are Louise Markert, Charles A. Markert, Oscar W. Markert, Paul F. Markert and Walter W. Markert.

John C. Vergan, for many years located on Penn avenue, Pittsburgh, Pa., where he conducted an exclusive china and glassware establishment, has leased a location on Sixth avenue, that city, and after completely remodeling the premises will remove from his old location.

Excavations for the foundation of Lefly's new department store, Milwaukee, Wis., were commenced late in July. The new store which will be about one hundred feet square, will have about 90,000 square feet of selling space and will be modern in every particular. Construction will be of reinforced concrete, with terra cotta finish, the estimated cost being \$300,-

000. Ample space will be set aside for their crockery and glassware departments. The firm of which James Harris is president, expects to occupy their new building on or about March 1, 1913.

J. E. Jameson, of Fort Fairchild, Maine, a jobber in crockery and house furnishings, has filed a petition in bankruptcy, giving his liabilities at \$2,850 and assets at \$400.

Bauman & Co., Chicago, Ill., have leased the store at the northeast corner of Monroe and State streets for a term of ten years at a term rental of \$300,000. This is one of the most important business corners in the Windy City. Bauman & Co. conduct an exclusive jewelry business and carry an extensive line of cut and fancy glassware.

Announcement has been made that the firm of Starkweather & Allen, one of the oldest crockery and glassware firms in Troy, N. Y., will retire from business. The property of the firm at 235 and 237 River street, has been bought by R. C. Reynolds who will convert it into a storehouse.

Mexico Imposes Five Per Cent. Duty on Glassware

Pittsburgh manufacturers have received official notices that the duty on glass will be increased five per cent., beginning September 1. The Mexican government is said to have imposed the increased tax on American glass as a war measure to meet the losses sustained during the recent revolution. The Ward steamship lines, it is reported, have been asked to handle a shipment of about twenty cars of glassware for Mexico to be shipped before the new tariff becomes operative.



One of the new domes from the line of the Royal Art Glass Co.

POTTERY AND GLASS

WITH WHICH IS COMBINED

GLASS AND POTTERY WORLD

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CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
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PROF. CHARLES F. BINNS *Technical Editor*
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THE POINT OF view in life is everything. It makes or mars a person's disposition, turning him into a surly, churlly, sour mouthed character, or an easy, happy-go-lucky fellow, as the case may be. Half way between these two extremes lies the ideal disposition.

The point of view is *how* we regard life, not actual life itself. One man may be very unfortunate in such matters as health, business and social affairs. He may be sick or ailing most of the year, he may fail or loose heavily in business through his entire career, and he may be what society regards as a failure in the social world. Yet if he has a "broad" point of view he will not look upon his lot as unjust, or as a visitation of warranted tribulations, but as something which cannot be changed by worry, or mourning. He realizes that certain events, through no fault or guidance of his own, have come to pass; that these events were not imposed in his way by his friends, the world in general, or by any of the powers we speak of as "fate," or "luck."

All of us are here in this world to live our lives as best we may. If we are free agents, following the theories of certain teachers, we can live our lives most ideally and happily by travelling as much as possible, the roads of lest resistance. This includes both those roads in us ourselves, and the roads in the world around us. This is not the doctrine of free action which the rabid anarchists and extreme socialists advocate. We all recognize certain fundamental laws of nature and state, and it is when we run up against these laws that we meet resistance and fric-

tion. The man, therefore, who lives well within the laws of the universe, and the edicts of the nation, meets with the least resistance from his own conscience and the laws of the state.

Now then, the man with a broad point of view is the best able to live within all laws. He can see that these social and civic obstacles, which we codify and call laws, are not made to restrict the *whole* but only that *part* of the whole which would break the conventions, if they had the opportunity. And those who break the laws have a poorly developed point of view.

The humorist has a point of view. It is unique. He sees everything in a very bright light and unduly magnified. Sorrow and suffering have some points of humor for him. They are not humorous in and of themselves, but when compared with the sum total of all that happens and has happened in the world they present a side that appears funny, if not at times ridiculous. We may well laugh at a man who mourns when his pet dog dies, for we haven't all acquired a point of view that fits in with such devotion. We have a point of view, however, that recognizes the reason for a man mourning when his child sickens and dies.

The cynic has a distorted point of view. All things appear infinitesimally small to him but the universe, which his imagination magnifies a thousand fold. The every day happenings of a man's life, the petty affairs of business, even life and death, are as grains of dust to him, and he scouts at them, ridicules their existence, makes fun of those who do regard them as important, and generally works himself into a state of being where nothing has size or proportion outside of his puny mind. His point of view is distorted. And consequently his whole attitude towards life and his environment is distorted.

Don't cultivate the habits of an exaggerated humorist; don't develop into a sarcastic cynic. The possession of a good point of view is a splendid thing. It will save you from many an hour of sorrow, and turn a spasm of hatred into a wave of compassion. Strive for an insight into the proportion of things, recognize where you yourself stand, and cultivate looking at the world from the proper point of view.

Punch Bowl Leaves City Hall for Museum

THE Morton punch bowl, an historic piece of rare Lowestoft porcelain which was presented to the City of New York by Governor Jacob Morton in 1812, has just ended a 100-year sojourn in the governor's room of the city hall, and will now be consigned for safe-keeping to a glass case in the Metropolitan Museum of Art.

The bowl is nearly six feet in circumference, making it the largest perfect piece of the ware in existence. Its ample interior carries a huge bird's-eye view of New York City in 1803, together with the seals of the nation and state, the frigate Constitution under full sail, and a presentment of a shipyard. Its inscription reads: "Drink deep. You will preserve the city and encourage canals."

Practical Science Department

Edited By Prof. Charles F. Binns

NOTES ON THE CHROMIUM RED GLAZE

BY C. E. RAMSDEN.

(This article is reprinted by special permission from Volume XI of the transactions of the English Ceramic Society)

3—Attempts to Replace Stannic Oxide

Though it may be possible to reduce the stannic oxide in many red stains, yet a strong and stable glaze stain cannot be obtained with less than three parts of tin oxide and to two parts of whiting. Replacement of some of this tin oxide by silica greatly impoverishes the color of the stain and glaze. It is of interest to note that if the deficient tin oxide is added to the glaze mixture the color is restored. The addition of flint to this mixture of tin and lime converts the stain from red to pink, the tint of which depends on the quantity of silica. The presence of 10-20 per cent, SiO_2 necessitates more stain to get the same dark red glaze, while it seems to make the color more stable and less influenced by reduction.

The addition of alumina weakens the color of both stain and glaze.

A pale orange pink was obtained by replacing the whole of the stannic oxide by zirconium oxide, but the glaze had the yellow chrome green color. Similarly commercial titanium oxide produced an opaque claret brown glaze. When tin oxide is added to this glaze the usual violet pink color is reproduced, darkened, of course, by the brown of the titanium. Rodgers and Mellor (*ibid.*, p. 69) also failed to produce a pink chromium glaze without stannic oxide.

4—The Effect of Lime Obtained From Different Sources

Calcium carbonate in the stain may be replaced by equivalents of calcium sulphate or fluorspar without altering the color of the glaze. Fluorspar gives a dark-brown calcine which, however, produces a good crimson glaze. Increasing the whiting from 25 to 33 per cent. slightly weakened the tint of stain and glaze. When calcium phosphate is used a pale pink color is obtained, which fails to produce a pink glaze. Phosphoric acid appears to inhibit the formation of the pink color, and in glazes of the type given below the color is destroyed. The addition of $\text{Ca}_3(\text{PO}_4)_2$ to a crimson glaze causes the tint to become lilac. Experiments on this question are not yet completed.

5—The Glaze

The production of a deep red or crimson, translucent, and free from a shade of purple, depends more upon the glaze than the stain. The usual majolica glaze is too high in silica and too low in lime, while the ordinary earthenware glaze contains too much alumina and silica and not enough lead. The following are examples of the three types for comparison:

Majolica.....	.71 PbO .14 CaO .07 K ₂ O .08 Na ₂ O	} .12 Al ₂ O ₃	{ 2.0 SiO ₂ .15 B ₂ O ₃
Earthenware..	.32 PbO .27 CaO .25 K ₂ O .16 Na ₂ O	} .25 Al ₂ O ₃	{ 2.45 SiO ₂ .36 B ₂ O ₃
Crimson.....	.53 PbO .24 CaO .08 K ₂ O .15 Na ₂ O	} .09 Al ₂ O ₃	{ 1.49 SiO ₂ .26 B ₂ O ₃

The latter formula is, of course, exclusive of the stain. The alumina may be raised to .15 Al_2O_3 by means of china clay, which slightly diminishes the translucency of the glaze. Raw clay can be omitted with advantage in low-fire glazes. The silica can be added up to two equivalents, according to the firing temperature. *En passant* it may be mentioned that the desirable tint of deep crimson cannot be obtained in a leadless glaze.

6—What Portion of the Crimson Glaze Must Be Fritted?

The practice in this respect appears to be different with each maker. Some add the calcined stain to the glaze materials and frit completely (*e.g.*, O. Carter, *Trans. Amer. Cer. Soc.*, 5, 243, 1903). This is not necessary, though it ensures homogeneity, and if the chromium be transformed to the green oxide during the process a very beautiful color usually results. I have generally found that this reproduction of the red color takes place readily on dust-pressed tiles, both when the frit is alkaline and when the whole glaze is fritted. In the formula given above all the ingredients are fritted with the exception of PbO and 9 SiO_2 . When the stain has been prepared by calcination it can be ground and mixed with the glaze without fritting, and if the grinding is carried far enough a clear transparent glaze may be obtained. Incidentally it may be noted that if the raw white lead be replaced by an equivalent quantity of lead sulphate the red color is destroyed and a light grey-green glaze is produced, in which streaks of pale purple pink appear. This sensitiveness of the pink color will be discussed further.

7—Is Calcination of the Chromium, Tin and Lime Necessary?

When sufficient potassium bichromate, stannic oxide, whiting and lead chromate were melted with one-fourth of the requisite quantity of glaze, forming

a green-colored frit to which the remaining three-fourths of glaze was added in grinding, a fine dark-red glaze was obtained. White lead added to this produced patches of green tint, as if the oxidation of the green frit were retarded. This appeared to show that fritting was equivalent to separate calcination of the stain, but a subsequent trial of a fresh melt refused to develop the red color, and remained green. Neither additions of tin oxide nor flint altered the color; but a small quantity, about 2 per cent., of a pink stain at once gives a dark red glaze.

This is an interesting example of a reaction started by the introduction of a little of the end-product, a phenomenon which is well known to chemists. The "passive resistance" to oxidation (or whatever the real nature of this transition) seems to be overcome by adding a little of the predeveloped coloring matter. It is evident that while the crimson glaze can be obtained by fritting the chromium, tin and lime, yet the color is not so stable as that produced by separate calcination of these substances.

8—Can the Chromium, Tin and Lime Be Added Directly to the Glaze?

The writer has often noticed in the preparation of white enamels containing stannic oxide that if a minute quantity of chromic oxide is present—introduced, for instance, by the use of dirty utensils or by unclean fingers—a pale pink is obtained. The proximity in the kiln of glazes containing Cr_2O_3 will produce the same effect from chromium volatilized and condensed on the tin enamel. These observations, which have been noted by others, led to an attempt to produce a crimson glaze from raw materials.

A "milky" pink, containing spots of a darker pink tint, was obtained by adding raw chromic oxide, stannic oxide, and whiting in usual proportions to the glaze. When fired rapidly no pink color appeared to form, the tint being yellow-green. It is possible that at a high temperature, say in a china biscuit oven, or in a firebrick kiln, a purple-pink glaze could be produced entirely from raw materials, for it appears that a longer time and more heat are necessary when the reactions of the chromium, tin and lime have to take place in a thin film of glaze. No development of the pink color from the raw chrome, tin and lime was induced by the addition of some of the calcined stain.

9—The Influence of Silica

As already stated 1.49 SiO_2 as given in the formula above may be increased, especially if no silica is introduced by the stain. It appears to enlarge the temperature range of stability of the color, and it brightens the surface by reducing the "scum." But increases beyond about 2.0 SiO_2 perceptibly incline the tint to purple besides stiffening the glaze. If a lighter shade of red is required and less pink is used then the silica can be raised to 2.5 equivalents, and seems to cause more perfect diffusion of the stain. The proportion of silica in the glaze is determined by the time and temperature of firing, and by the nature of the body.

(To be continued in September)

Among the Glass Houses

A Column of Short Notes Concerning Business Affairs at the Different Factories

Corning, N. Y.—Beginning with August 2 all glass cutters, both roughers and smoothers, employed at the cut-glass factory of J. Hoare & Co., received a ten per cent. increase in salary. The company went on full time of five and a half days a week in order to fill fall orders and before many weeks it is expected the factory will be working overtime filling Christmas orders. It is stated that the glass cutting industry in Corning has picked up considerable since the slump as compared with the business of ten years ago, and there is a greater demand for first class cutters than ever before.

Morgantown, W. Va.—The officers of the Economy Tumbler Co. report an excellent business with continued prospects and they are now erecting another new building 190 by 50 with an "L" 85 feet in length. The new building will be of steel construction and three stories in height and ready for occupancy by the first of November.

Morgantown, W. Va.—The Seneca Glass Co.'s plant is again in full operation after the summer shut-down and is now running to capacity. The full force resumed about the middle of July although part of the plant was in operation at the beginning of the second week in the month.

Corapolis, Pa.—The Consolidated Lamp & Glass Co.'s plant resumed operations July 25 after a shut-down of over three weeks. The officials report that they have enough orders on hand to operate until Christmas. The cutting shop is working on full time.

Brooklyn, N. Y.—The Halter Cut Glass Company, of this place, has been incorporated under the laws of New York with a capital of \$16,000, with the following directors: William Halter and Charles Halter of Evergreen, L. I., and Joseph Halter and Louis Halter of Brooklyn.

Warsaw, Ind.—The Warsaw Cut Glass Co. opened its shops here with a force of twelve men on July 17. All the necessary machinery has been installed and a number of expert workmen are expected from Chicago. It is predicted that the plant will employ a force of from fifty to seventy-five men in the near future.

Moundsville, W. Va.—Every department in the immense plant of the Fostoria Glass Co. is now in operation. The blown ware department resumed about July 20 following the usual two weeks' shut-down for repairs and invoicing. The pressed ware department resumed a few days later. Extensive repairs have been made to the various departments and the new furnace and four story building under construction are progressing most satisfactory and will be completed at an early date.

Lamps, Lighting Fixtures, Shades and Art Metal

ONE of the attractive portables shown by the Pittsburgh Lamp, Brass and Glass Co. at their New York salesrooms is a clever combination of amber and ruby glass in leaded treatment. The shade proper is of amber art panels and has a ruby glass border with pressed floral decoration. On the new items in domes, a series of octagon shapes in various sizes are offered in crystal and Havana glass, either iced or plain. The decoration is a Grecian key border. These domes can be had with either a high or low neck. They are also closing out their entire 1911 line of sample ceiling fixtures, offering some remarkable bargains in domes and showers. Electric and gas portables in a wide variety of designs and finishes are also included in the discontinued items.

* * *

The extensive line of vase lamps with shades to match being shown by the Waldo Manufacturing Co. is really an innovation in decorative lighting effects. In order to secure an exact reproduction of the shade patterns, George Greenwald, the general manager of the concern, toured abroad in June and made arrangements with two of the leading European porcelain works to design and decorate the vase bases of the lamps. Much time was spent selecting appropriate fabrics, the designs of which have been skillfully reproduced by the pottery artists, giving a harmonious blending of color and design. The lamps, which come in a variety of styles, can be made up to match the colorings and tones of any decorative scheme. The Waldo Company are also showing the latest ideas in shades for lamps, candlesticks and chandelier fixtures, in silk, cretonne, lace, linen and paper. Their new line of lamps has been prepared to meet the popular demand for the vase shape lamp.

* * *

Some very interesting values in portables and lighting effects, as well as plateaux, traps and mirrors, are offered for the inspection of the trade at the New York salesrooms of the Crown Novelty Co., 46

West Broadway. One of the strongest sellers in the line is the "Minerva Baby Lamp," a desk lamp fifteen inches in height, with a five-inch base, either oxidized or silver finish. The globe is eight inches and can be had in a number of pleasing decorative combinations. Another noteworthy of mention is a gas or electric portable with a hexagon open work metal shade, in conventional designs. These portables are twenty-one inches in height and are fitted with convex art glass panels of various colorings; one of amber with gold-plated metal overlay is especially attractive. The portable illustrated herewith is 22½ inches in height, with a 16-inch shade of bent art glass in amber, green or gold amber. The base can be had in either bronze, Pompeian or antique brass. The entire line is well designed and has proved popular with the trade.

* * *

In spite of the increasing demand for gas and electric portables and the bent and leaded glass lamps, there is still a steady market for the oil lamp. So important is this trade that the Fostoria Glass Co. continue to bring out new decorative treatments and create new ideas in this style of lighting fixture. Their fall line contains many interesting numbers in novelty decorations, their aim having been to keep away from the conventional oil lamp treatments and develop an originality of their own. In this they have succeeded, the new goods having a freshness that is striking, and have been remarkably successful in the market.

* * *

The Goodwin & Kintz Co. are offering several new numbers in period treatment that are considerably above the average portable or dome. Their new line, which consists of leaded glass shades and domes and paneled art glass with metal overlay, is an attractive one, the various hues of the art glass harmonizing perfectly with the different finishes to the bases and fittings. One of particular interest is a French Renaissance treatment.



One of the new designs in art glass lamps, shown by the Crown Novelty Company.



Business and Personal Items About Prominent People in Different Branches of the Trade

H. E. SPICER was recently a visitor in both the New York and Chicago markets buying for J. Hopp & Co., Ltd., of Honolulu, Hawaii. Mr. Spicer expects to return to the islands about September first.

Alfred Moment, the American representative of M. Redon, returned from his visit to the factory Sunday, July 29, on the S. S. Philadelphia.

J. J. Hines, head of Blakeman & Henderson, sailed for a visit to the Limoges factories via the S. S. Minnehaha July 29 to select his fall line.

Arthur V. Rose has accepted a position with Haviland & Co., and will open their proposed retail establishment for them, on or about October 1, in the handsome new Haviland Building, 11 East Thirty-sixth street, New York City. Mr. Rose was for many years the European buyer and manager of Tiffany & Co.'s department, and is considered one of the best posted buyers in the trade. He started his connection with the crockery and glassware business in 1876 in London, and has been in this country since 1889. He was with Tiffany & Co. for the past fifteen years.

E. F. Anderson, of George F. Bassett & Co., who has been abroad for some time, returned home on the S. S. Cedric early in August.

J. Leopold & Co., Baltimore, wholesale china and glass dealers, whose store was recently gutted by fire have awarded a contract for the complete remodeling of the store and warehouse and expect to be able to occupy the old premises at an early date.

E. L. Daugherty has resigned his position with the Prinsmaid Company, Des Moines, Iowa, to assume the management of the A. W. Wheelock store in the same city. Mr. Daugherty was with the Prinsmaid concern for the past twenty-eight years and is one of the most experienced crockery men in the West.

J. H. Venon, the importer, will leave for home Saturday, August 17, sailing on the S. S. La Providence.

H. Benidikt, the New York crockery and glass representative, sailed on a five weeks' vacation in Europe,

Tuesday, August 6, on the North German Lloyd S. S. Kronprinzessin Cecile. Mr. Benidikt will join his mother and sister abroad and return with them.

B. F. Drakenfeld, accompanied by Mrs. Drakenfeld, sailed Saturday, August 10, on the North German Lloyd S. S. George Washington for a tour of Europe.

George E. Gaylord, president of the Enterprise Cut Glass Company, Elmira, N. Y., opened Monday, August 12, at the Hotel Victoria, New York City, showing their new line of cut glass.

Mr. Akeburst, general manager of the London, England, office of the United States Glass Co., is now in this country making a tour of the company's factories.

Commercial Manager M. G. Bryce, of the United States Glass Co., has returned to Pittsburgh from a brief trip to Boston, Mass., where he went to meet his son, who has just returned from a business trip in Europe.

Henry Birkenstock, one of the foremost art glass manufacturers of this country, died at his home, in Mt. Vernon, N. Y., July 30, following an illness of several weeks.

A. Schniagle, china and glass buyer for Simpson, Crawford & Co., New York, has severed his connection with that firm. F. Lardewall has charge of the department at present and will continue at its head until a successor is officially appointed.

V. Levoyer, with A. Credelue, the Baccarat glassware representative, returned from a trip abroad Monday, August 5, on the S. S. Lapland.

H. P. Megahan has severed his connection with the Kauffman Store, Pittsburgh.

The Bacon & Judson Co., Mellers Building, Chicago, Ill., have been appointed western selling agents for the Dorflinger Cut Glass.

Greer-Milliken Co., Pittsburgh, Pa., have engaged Harry Miller, formerly with the Ohio China Co., to represent them in a selling capacity.

In the New York Market

A Description of Seasonable and Staple Novelties That Have Lately Made Their Appearance and Where to Get Them

This department is designed to give a brief account of some of the latest things that make their appearance in the pottery, glass, lamp and art metal markets, and where they may be obtained. For the busy buyer and retailer this information is especially worthy of perusal as one suggestion from the entire list may open a source of profitable business to him. New designs in cut glass, new shapes in china and pottery, perfections and improvements in standard goods, interesting treatments in brass ware, and the latest styles in lamps, will be featured as far as practical, and those wares that are running popular in certain parts of the country will be given mention. If any of our readers want to know further about any style of goods described in these columns we will be glad to advise them to the best of our ability.

THE fall showing of Rockingham teapots from the works of R. Sudlow & Sons at the salesrooms of Robert Slimmon & Co. is complete in every particular, the offerings ranging from the high-grade pot of gold and silver to the more homely and serviceable plain teapot for everyday use. The entire line should meet with the approval of visiting buyers; the same well balanced spout and handle, and smooth, regular line inside is faithfully carried out in every item. The novelty end of the line has several new members. Among them is a small mottle finish pot, with sugar and cream receptacles that snugly fit into the cover. Many pleasing decorations are found in the regular line; one, a jet finish with purple band and two small gold stripes, is especially effective. A mottle brown with dark green band and two small gold stripes is also very attractive. The collection covers a wide range of decorative treatments, floral patterns in color and gold, however, predominate. The full import line of Robert Slimmon & Co., of course, has not as yet been received, but some very interesting shapes and treatments in open stock dinner ware are on display.

* * *

Mirror plateaux of every description, durably silver plated and backed by an absolute guarantee for two years, are offered for the fall trade by Charles Baum, the "plateau specialist," at his salesrooms, 35 Frankfort street. These plateaux can be had in all the up-to-the-minute styles and in any quantity. Goods of quality at less than job lot prices is the slogan of the Baum establishment. Each plateau comes packed in a separate box.

* * *

The New York showrooms of the Fostoria Glass Co. of Mounts-ville, W. Va., is always brimful of

new ideas in glassware. The latest acquisition of John Nixon, the New York representative, is a line of pressed ware. To the uninitiated it has all the appearance of cut glass; the remarkable brilliancy of its all-over pattern is indeed deceptive. The line, which they have named "Roseby," is a large one, and includes almost everything in tableware and specialties.

* * *

Originality is clearly defined in every piece of cut glass displayed at the showrooms of the J. D. Bergen Company, the many new and novel numbers, recent additions to their line, fairly sparkling with quality. Noticeable among the array of new items are an assortment of richly cut jewel, glove and trinket cases, each handsomely mounted with sterling silver fittings and bottom lined with silk. The cuttings run through various floral and conventional designs. A recent Bergen innovation is shown in a line of flower

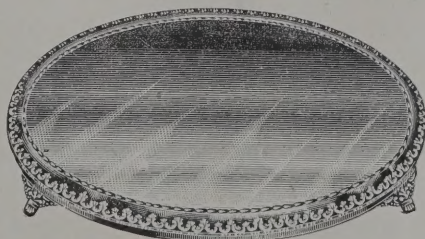
vases the top and bottom portions of which are treated with a deep all-over chair bottom cutting, and the centre carries a most effective light floral design. The combination is very attractive. A full line of electroliers and portables are also shown, the electrolier illustrated herewith being a remarkable piece of workmanship twenty-seven inches in height, its five lights having a spread of twenty-two inches. Buyers visiting the exposition should not fail to avail themselves of the opportunity to visit the Bergen showroom.

* * *

A table of very attractive cut glass in light floral and berry cuttings is one of the most striking displays in the salesrooms of W. D. Finke, the manufacturer's representative, the line being comprised of many new and effective treatments. Some of the exceptionally good things to be seen



From the new line of Kiefer Bros.

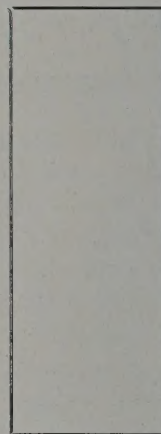
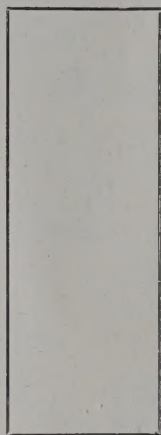


New mirror plateau, shown by Charles Baum.

are a line of tankards, tall and well moulded, with a realistic "Apple Blossom" design gracefully entwining itself around the piece. The tankards come in all sizes up to five pints. The Mystic pattern is also very good, as are also the berry and pansy decorations. In deep cuttings he is showing a table of interesting ware, the "Magnolia" and "Palm" designs being of special merit. This line includes a wide variety of shapes in bowls, fern dishes, vases, jugs, etc. Both of these lines are new and have

completeness of this line is shown in its broad scope of adaptability to the present day versatility in home decoration. The merchant catering to the varied public tastes will find relief in studying this line because of its variety and exceptional fitness for meeting the demands of the present day. A complete assortment in all finishes of fine burnished silver plate, also Butler finish, and in bright and brush brass finish, can be seen at the Beautility Art Co.'s showrooms, 179 Wooster Street.

* * *



taken well with the trade.

* * *

The Colonial designs in plain and decorated tableware, as well as a new line of cut glass specialties, both the product of the Westmoreland Specialties, both the product of the Westmoreland Specialties Co., displayed at the warerooms of Demorest & Co., 38 Murray Street, continue to maintain their popularity with the trade. The line of cut ware made up for special sales, particularly the toilet table accessories, have taken hold and continue to draw.

* * *

Manufacturers throughout the trade in order to meet the increasing demand for photo frames and secure the cream of the business have outdone all former efforts in producing many new and novel designs and reproductions of the old period styles. The Beautility Art Co. have completed a line of photo frames that entirely cover the decorative field. Many of the designs are of hand-pierced workmanship, such as the scroll effect of the old Gothic period, lovers' knot and ribbon effect, floral and trailing vine, all beautifully wrought and through which the rich, delicate colors stand forth giving the effect of inlaid work. The

Five light electrolier—J. D. Bergen Co.

Potter's Association Elected to Membership in U. S. Chamber of Commerce

The United States Potters' Association, with 56 members has been elected to membership in the Chamber of Commerce of the United States of America. Though the National Chamber was organized as recently as April 22, more than 77,000 business men of the nation are now affiliated with it through 102 different organizations covering 29 individual States and the Hawaiian Islands. The Chamber of Commerce of Alexandria, Va., with 52 members, is the smallest local organization that has so far joined; the Chamber

of Commerce of Boston, Mass., with 4,609 members, is the greatest. The National Association of Glue and Gelatin Manufacturers of New York, with 36 members, is the smallest national body that has so far become affiliated. The next in size is the United States Potters' Association. The detail work of the National Chamber is being carried on by the following men: General Secretary, Elliot H. Goodwin, formerly secretary of the National Civil Service Reform League; Field Secretary, Edward F. Trefz, and three others.

W A N T E D

Advertisements in this department, five cents a word. Minimum charge one dollar.

Pottery and Glass, 395 Fourth Avenue, New York.

WANTED:—Local representatives for Pottery and Glass. If you are in any way connected with the pottery and glass trade or any business which brings you into contact with buyers, salesmen, stock clerks, designers, manufacturers connected with this field; pottery, glass lamps, art metal and other accessories; you will have many opportunities of calling attention to this publication. Pottery and Glass is just what they all want. You will find that you can easily add a substantial amount to your income by congenial work that will not interfere with your present duties. For particulars, address Pottery and Glass, 395 Fourth Avenue, New York.

IF overstocked or wish to retire from business, write Tyler & Gregory, auctioneers, 37 South Wabash Avenue, Chicago, Ill.

OBITUARY

JOSEPH CHETWYND.

JOSEPH CHETWYND, aged 60, a leading potter of East Liverpool, O., died at his home in that city on August 6, after an illness of five days. He was born in Hanley, Staffordshire, England, and embarked in the ceramic industry when but a boy, serving six years as an apprentice to his father. Mr. Chetwynd came to the United States in 1872 and first located in Jersey City, N. J., leaving there in 1879 to go to East Liverpool, Ohio. Later he returned to Jersey City, then went to Wheeling, W. Va., and again returned to East Liverpool, where he and his brother-in-law, R. D. Wallace, purchased the Harker potteries. That was the beginning of the firm of Wallace & Chetwynd, which in later years was incorporated under the name of the East Liverpool Potteries Company. When Messrs. Wallace and Chetwynd retired from the company, some time ago, Mr. Chetwynd took up the management of the Colonial Potteries.

PETER CASSELL

PETER CASSELL, one of the founders of the Central Glass Works, and father of Wm. H. Cassell, the present sales manager of that concern, died at his home in Wheeling, West Virginia, Monday, July 22. Mr. Cassell was eighty-two years of age and was a pioneer manufacturer in that city. He followed various lines of business in his early days and subsequently entered the glass trade as a presser, and after a service of seven years took charge of the press in the Barnes & Hobbs factory, where he continued to work until 1861. In that year, with others, Mr. Cassell organized the Central Glass Works, which in 1863 was made a stock company. Mr. Cassell was one of the heaviest stockholders in the company and although interested in many other business enterprises he turned his attention particularly to the Central Glass plant, maintaining an active interest up to the time of his death.

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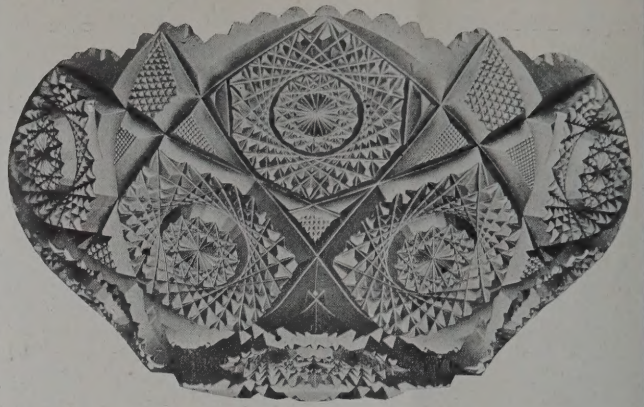
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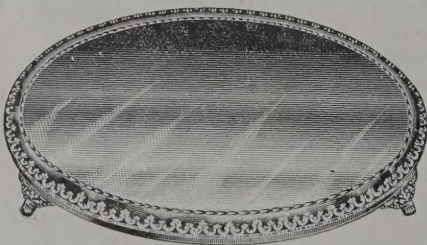
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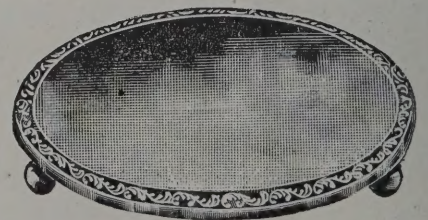
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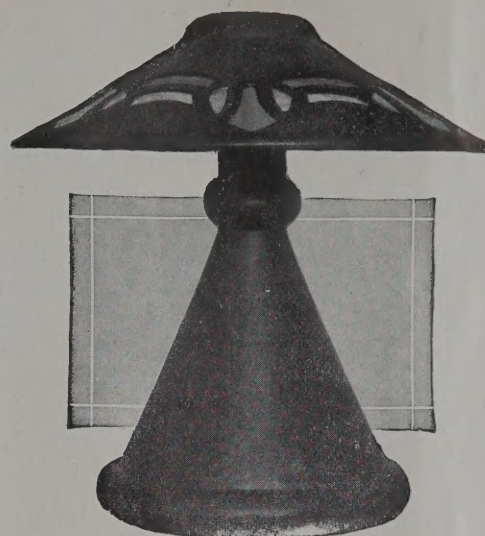
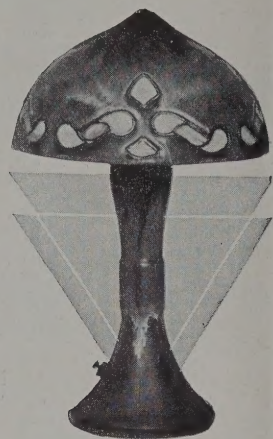
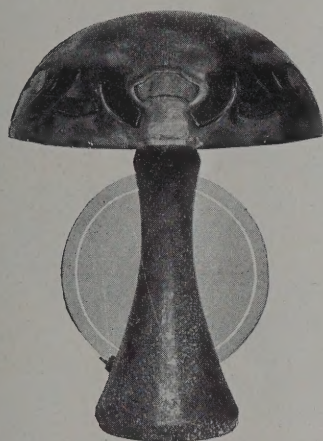
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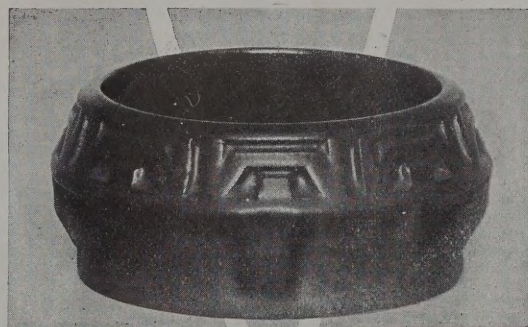
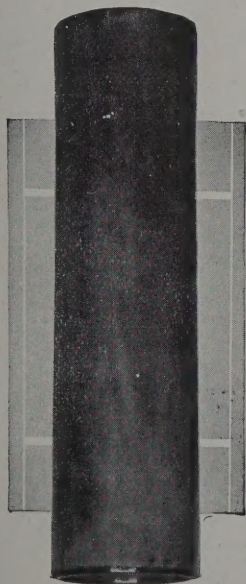
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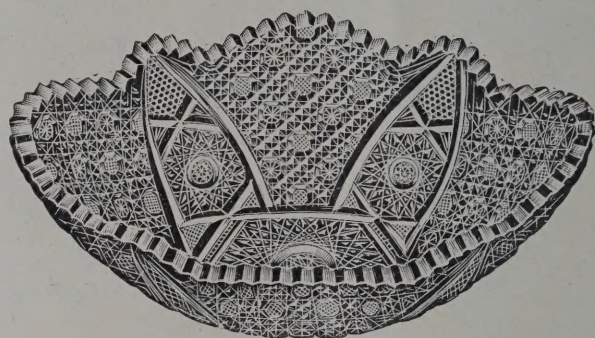
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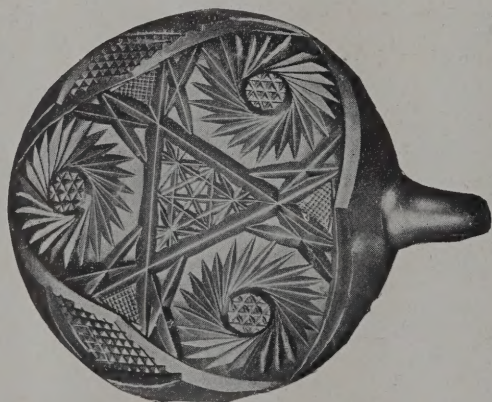
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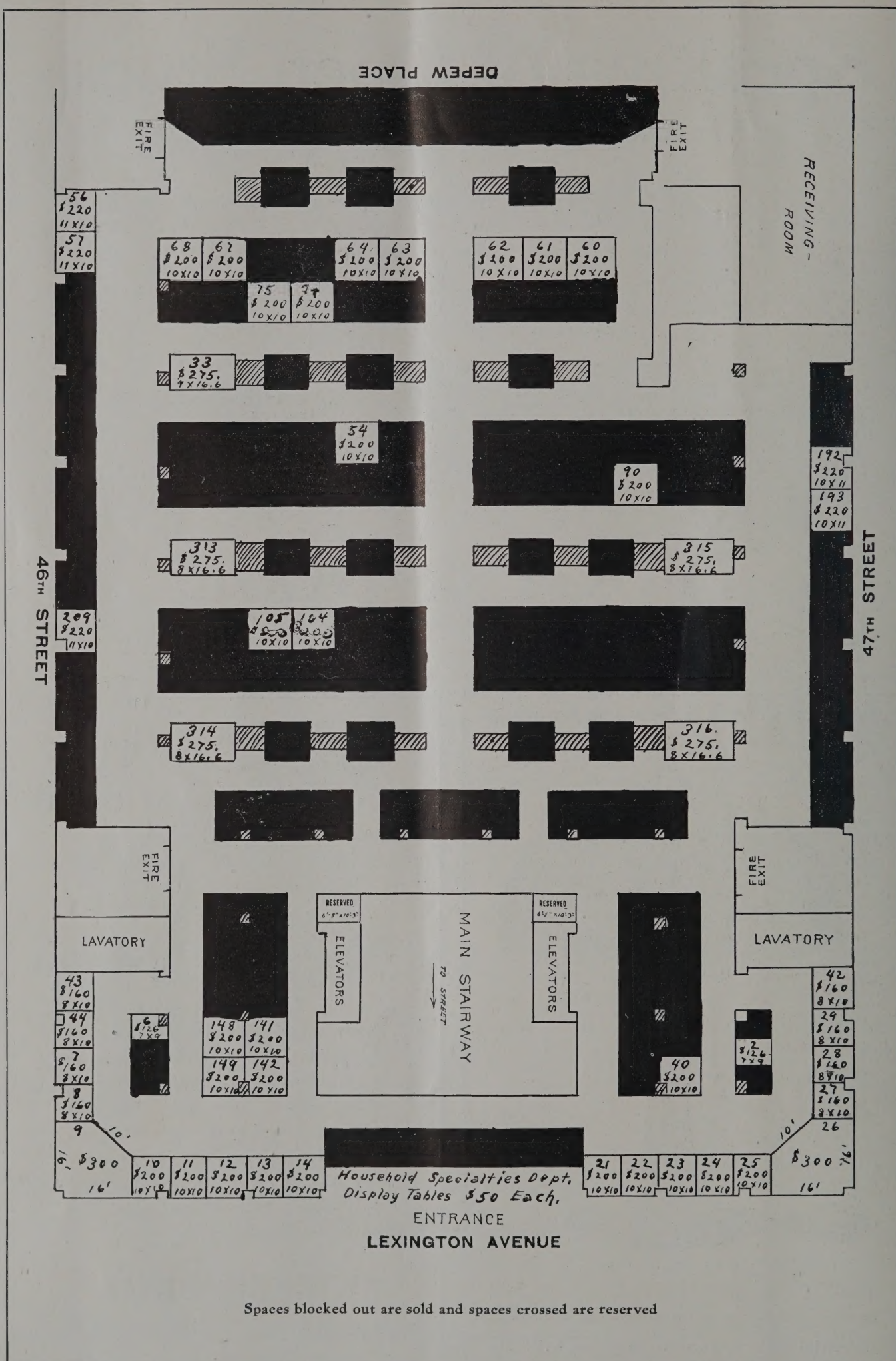
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Time and Space Grow Short

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L. Straus & Sons took a booth forty feet by ten on the north side of the building during the past week. It will house a sample display far ahead of anything of the kind ever before seen at a House Furnishing exhibition.

The Pittsburgh Lamp, Brass & Glass Company will erect a sample Room, roofed in, artistic, beautiful, designed to show their latest products in magnificent fashion. No expense has been spared to make this exhibit the "talk of the show."

The Westmoreland Specialty Company will also make an elaborate display of glassware. This display will excel all previous shows they have made in the past.

The Victor Manufacturing Company of Newark also bought space during the past week, as did the Wright Mfg. Co., of Newark, makers of smokers' articles; The Sanitary Brush & Mop Company of Cincinnati arranged to show their line of household brushes; and the Kaiser Mfg. Co. took a large space for the display of their galvanized wares. The Domestic Vacuum Sweeper Company will demonstrate their sweeper cleaners, and George Benda will make a striking display of Bendalin bronze powders.

Remember, the show is only one week away, and practically all the space is now spoken for. On Monday last we sold ten booths, and on Tuesday, up to noon, five booths—at this rate space on the Main Floor will be gone within the next ten days. Time and Space Grow Short—send us your order for the amount of space you want, and let us send you contracts for the best available location by return mail. We will see that you obtain the best of service.

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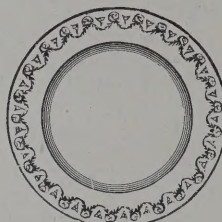
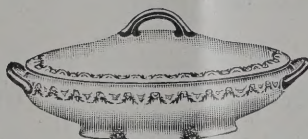
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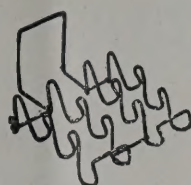
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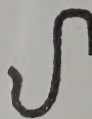
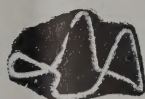
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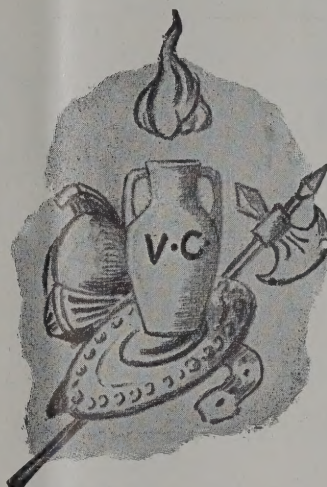


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